

# AlmaMatters

*The Planet-1 Newsletter*

Editor's Desk

Alumni Talk Series

Entrepreneurs of Planet -I

News from the campus &  
Alumni Chapters

Announcements

Upcoming Executive  
Education Programmes

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IIM INDORE ALUMNI OFFICE

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Chair, Alumni

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सिद्धिमूलं प्रबन्धनम्  
भा. प्र. सं. इन्दौर  
IIM INDORE

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# Editor's Desk

Dear Alumni,

Welcome to the latest edition of our alumni newsletter, where we bring you exciting updates and highlights from our alma mater. As we bridge the past and present, we are delighted to share news of the remarkable achievements of our alumni and the vibrant happenings on campus.

In our pursuit of enriching the student experience, we were privileged to host alumni talk by our esteemed PGP alumnus, Mr. Karan Barua. He delivered an insightful talk on "Decoding What Organizations Seek in Candidates," offering invaluable guidance to our students preparing for placements. His wisdom and experience serve as a beacon of inspiration for the next generation of professionals.

In this newsletter, learn about Mr. Akash Gupta, PGP alumni, CEO & Co-Founder, Think Evolve Consultancy LLP. His firm was recently in news for their project which received a gold award at the recent ETGovernment DigiTech Conclave & Awards 2023 in Goa.

Another PGP alumnus making waves in the entrepreneurial landscape is Mr. Abhijeet Singh, the founder of Nineten, a healthcare firm specializing in Endodontics within the Dental field. We are thrilled to share his entrepreneurial journey, which exemplifies the spirit of innovation and dedication that defines our alumni community.

Furthermore, we are proud to showcase the achievements of Mr. Avijit Mishra, Co-Founder & Head of Transactions at Alt DRX, the World's First Digital Real Estate Exchange. His pioneering work underscores the transformative power of our alumni in shaping the future of industries.

We are delighted to announce the reappointment of our esteemed Director, Prof. Himanshu Rai, who will continue to lead our institution with unwavering dedication and vision for another five years.

As always, our campus continues to buzz with other important events, collaborations, and student accomplishments, have a look at it in this newsletter.

Thank you for being a part of our alumni family, and we hope this newsletter keeps you informed and inspired. Your ongoing support is a source of great pride for us. We encourage you to join our Alumni Membership Portal and keep your profiles updated. It will allow you to stay connected with fellow alumni, share your achievements, and participate in various alumni events and initiatives.

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This newsletter is distributed through email to nearly 10,000+ alumni. We know our alumni are doing amazing things, including founding and leading promising businesses and pursuing unique personal pursuits. If you have a personal or professional update you want to share in the next edition of the newsletter, please submit a brief update with your photograph and relevant web links.

We also invite our prolific book-writer-alumni to share information about their work. You may share information at [alumnioffice@iimidr.ac.in](mailto:alumnioffice@iimidr.ac.in). If you want to share any other significant achievement of yours, please do share it with us for larger dissemination among the community.

We welcome your suggestions at [alumnioffice@iimidr.ac.in](mailto:alumnioffice@iimidr.ac.in) to make this newsletter a strong connect between the Institute and alumni. All IIMI Alumni Chapters are requested to submit the Alumni office regular updates on events and news that should be shared with the IIMI community. These updates will be included in future editions of the newsletters.

To update your mailing address, employment and more, please write to [alumnioffice@iimidr.ac.in](mailto:alumnioffice@iimidr.ac.in) with a cc to [alumni@iimidr.ac.in](mailto:alumni@iimidr.ac.in). Remember to add these two email ids to your safe sender's list.

With warm regards,  
Dipayan Datta Chaudhuri  
Chair, Alumni  
IIM Indore

P.S.: Visit us at <https://www.iimidr.ac.in/alumni/newsletter/> for previous issues.

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## Alumni Talk Series "Wisdom" (प्रज्ञा)

The institute is hosting a series of alumni lectures to commemorate the 25th anniversary of the institute and to honour the accomplishments of several of our alumni. The Alumni Talk Series "Wisdom" (प्रज्ञा) will invite distinguished alumni to share their work and wisdom (e.g., the innovations they crafted and implemented, reinventing business models etc.) with the IIM Indore community. This series seeks to foster relationships with alumni, existing participants, and faculty.

This year-long series is a part of the Silver Jubilee Celebrations #IIMIat25 on completing 25 glorious years of the institute. We intend to conduct 25 talks by our alumni in the coming 12 months. The speakers will share their experience and innovation in dealing with a pandemic or some emerging trends in their domain of expertise to inspire the next generation of graduates. They will share with us a 45-minute live video on Zoom Platform. In addition, we will record the video and keep it in our repository to live talk. You may watch the Alumni Talk Series videos on: <https://www.iimdr.ac.in/alumni/videos/>

### Alumni Talk No. 24

Speaker:

**Mr. Karan Barua**

Batch: PGP 2014-2016

Recruitment Lead - IMU

Accenture Strategy & Consulting

Topic: "Decoding What Organizations seek in Candidates"

Date and time: Saturday, August 26, 2023, at 4:00 pm (IST)



### Talk(s) so far....

1. Mr. Rahul Razdan, Batch: PGP 1998 – 2000 Topic: Future trends in the Indian technology industry: Preparing for the challenges ahead.
2. Mr. Siddharth Sethi, Batch: EPGP 2003 – 2004 Topic: Accessing Capital Market: An Entrepreneur's Emotional Journey.
3. Mr. Manvendra Gupta, CFA Batch: PGP 1998 – 2000 Topic: Data and AI for Investment Management.
4. Mr. Satish Kumar, Batch: PGP 1998 – 2000 Topic: Mobility Industry in the Digital Age – Preparing for the future.
5. Mr. Vikas Bansal, Batch: PGP 1999 – 2001 Topic: Building Brand YOU.
6. Mr. Mohit Verma, PGP 1999 – 2001 Topic: Shifting Sands - A Case for Sustainable Financing.
7. Mr. Roopank Chaudhary, Batch: PGP 1999 – 2001 Topic: The World of Human Capital Consulting and Why Everyone Wants a Piece of It.
8. Mr. Kamaldeep Singh Bhatia, Batch: PGP 1999 – 2001 Topic: De-mystifying EdTech: Opportunities for Start-ups.

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9. Mr. Naveen Pandey, Batch: PGP 1999 – 2001 Topic: A Career in Sales: From someone who ended there by accident.
  10. Mr. Rohit Chawla , Batch: PGP 1998 – 2000, Topic: Indian Banking: Past trends and the future.
  11. Mr. Arvind Kanda, Batch: PGP 1999 – 2001, Topic: Doing good AND doing well in the Pharma industry.
  12. Mr. Raj Kumar Sharma, Batch: PGP 1999 – 2001, Topic: Digital Transformation in Finance.
  13. Mr. Neeraj Joshi, Batch: PGP 2000 – 2002, Topic: "Disruption of Marketing Over Decades: An Insider's View"
  14. Mr. Anupam Chakraborty, Batch: EPGP 2007 – 2009, Topic: "Digital Transformation and Innovation - sharing experiences from real life"
  15. Mr. Prashant Kumar, Batch: PGPMX 2019, "Fintech and Digital Highway"
  16. Prof. Vamsidhar Ambatipudi, Batch: PGP 1999-2001, Topic: "Applications of ML in the Insurance Sector"
  17. Panel Discussion on "Panel Discussion on the Current VC/Angel investment Scenario in India" by Panel Members, Adarsh Sharma (PGP 2009 – 2011) Revenue Lead, FS Life, Dr Preet Pal Thakur (PGP 2005-2007) Co-Founder and Director Glamyo Health, Mr. Shankar Sivan (PGP 2011 – 2013) Investment Professional, Mr. Tushar Agrawal (PGP 2012 – 2014), Partner, Dexter Angels, Dr. Mayank Gurnani (EPGP 2009-10), Programme Director JUMPstart, NUS.
  18. Mr. Pranav Agarwal, Batch: PGP 2006-2008, Topic: "Demystifying Crypto: the what, why & how!"
  19. Mr. Vivek Bajaj, Batch: PGP 2003-2005, "How to Build Your Personal Digital Brand to Benefit Your Business!"
  20. Dr Preet Pal Thakur, Batch: PGP 2005-2007, "Entrepreneur's Journey: from Seed to Scale".
  21. Panel Discussion on: "Fintech in India: Evolution of Lending in the Digital New Age" by Panel Members, Mr. Pratik Adatia, (PGP 2004-2006), CFO, Ziploan, Mr. Prasad Ajinkya, (PGP 2004-2006), Co-founder and CTO, Homeville, Mr. Amish Dedhia, (PGP 2005-2007), Principal, Chiratae Ventures, and Mr. Kamal Chhabra, (PGP 2008-2010), Business Head (NBFC lending), Caspian Impact Investments.
  22. Mr. Hariganesh C, Batch: PGP 2010-2012, " Career in Mergers & Acquisitions".
  23. Mr. Aditya Ghosh, Batch: PGP 2013-2015, "Introduction to Client Advisory Services: Decoding the Arcane World of Investment Banking and Strategy Consulting".

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## Celebrating our exceptional alumni!

Meet **Akash Gupta, Alumni PGP 2007-2009, CEO & Co-Founder, Think Evolve Consultancy LLP**. His firm was recently in news for their project which received a gold award at the recent ETGovernment DigiTech Conclave & Awards 2023 in Goa.

Learn more about their remarkable achievements:

<https://www.linkedin.com/feed/update/urn:li:activity:7094965186201104384/>

We take immense pride in our alumni's accomplishments and eagerly await their future triumphs!

## Entrepreneurs of Planet-I

### Abhijeet Singh

Alumni:

PGP Batch: 2012-2014

CEO - NINETEN

Email: abhijeetrpr@live.com

Company websites:

[www.nineten.in](http://www.nineten.in)

[www.ntendo.net](http://www.ntendo.net)

LinkedIn Profile:

<https://www.linkedin.com/in/abhijeet-singh-ba80a033/>



### How did your entrepreneurial journey start?

Though our firm was found in the year 2019, but the vision was crafted a decade back when we saw a gap of awareness in healthcare, specifically oral health that needed to be bridged. Over the years even before registering as a firm, Nineten was involved in education and research. Soon after the Nineten officially started working as a firm, pandemic hit and that is when it strengthens our vision and mission to educate, research and innovate in healthcare sector. Our products not only benefit customers in India but also other South Asian countries, few African and European countries, with a plan to expand further.

## **Briefly describe your business and why you chose this particular field?**

Nineteen is a healthcare firm with a focus in Dental field with specialization in Endodontics. Our major differentiating facet is our approach. We believe in Education, Research and Innovation as fundamentals of our firm. India is one of the largest market for dentistry products with more than 3 lacs Dentists practicing currently in the country. Adding to the numbers are 35000 students pursuing bachelors and Masters per year. The dental industry in India is estimated USD 2Billion with 30% growth expected as per the market trends. This acceleration is driven by the increase in awareness amongst the community post COVID, increase in funding and keen interest by government towards healthcare.

## **What were the major challenges you faced in starting your business?**

Healthcare industry is a tough fort to penetrate as the entry barrier is very high. To win the trust of consumers, specially when it comes down to the health requires a deeper level of relationship building, excellent customer care service and top notch quality products. All of the aforesaid keeps you on toes during day and awake at night.

## **Did you go for external funding for your startup/firm?**

No we did not take funding approach as we wanted to grow organically. We are a 100% bootstrapped firm.

## **What would be your advice for an MBA who is considering a startup?**

Find your niche and be the first mover. Every problem needs a solution that can be turned into a startup. Solving the 'Right problem' with affordable, achievable, approachable solutions. Last but not the least 'Never be afraid to take risks.'



It was a delight to have **ITC Limited for the launch of their case competition Interrobang: Season 13 - ITC** on our campus on August 26, 2023. The esteemed guest for the day and our **very own alumni Jasmine Behera** shared many valuable insights with the students.

The case competition would serve as a platform to enhance our students' learning by working on live ITC business challenges and would provide them an opportunity to compete amongst peers across campuses.

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## Avijit Mishra

Co-Founder & Head - Transactions

**Alt DRX – World's First Digital Real Estate Exchange**  
**Democratise Real Estate Ownership by Dematerialising it**

ALUMNI PGP – Batch 2006-2008



Alt DRX was set up in 2022 by a bunch of Real Estate & Tech veterans like Anand Narayanan, Avinash Rao, Sachin Joshi, Avijit Mishra (IIMI PGP 2008 - <https://www.linkedin.com/in/avijitmishra/>) & others with the goal of solving challenges like illiquidity, lack of transparency, cumbersome processes/paperwork and large ticket sizes which create entry barriers for many in Real Estate investments.

Alt DRX is a one of its kind Real Estate Exchange that enables people to buy & sell real estate 1 SQFT at a time. Alt DRX has created a unique Digital Contract that captures the economic value of 1 SQFT of an underlying Property and further built a stock exchange like tech platform, where these digital assets can be listed, bought, held in custody, traded at real-time ML algorithm determined prices and settled instantaneously in Fiat amongst KYC whitelisted users of the platform. A proprietary zero trust architecture using IPFS protocol and Blockchain, further secures the Digital Assets' custodial ledgers of the Platform.

Avijit requests everyone to register at [www.altdrx.com](http://www.altdrx.com) and give their feedback on improvements in the user journey & interface to [p08avijitm@alumni.iimidr.ac.in](mailto:p08avijitm@alumni.iimidr.ac.in) or [avijit@altdrx.com](mailto:avijit@altdrx.com).

Note: This feature is based on email request of our alumni Mr. Avijit Mishra, Institute is not responsible for any claims or contents of this feature.



## News from Campus and Alumni Chapters

### Prof. Himanshu Rai Reappointed as the Director for the Second Term

The Indian Institute of Management Indore (IIM Indore) Board of Governors (BoG) has announced the reappointment of Prof. Himanshu Rai as the Director of the institute, extending his tenure for another five years. The Chairman of BoG, Mr. M. M. Murugappan, shared the joyous news, expressing his confidence in Prof. Rai's exceptional leadership and remarkable contributions to IIMI. Prof. Rai's tenure will now be till December 31, 2028.



"We are delighted to announce the continuation of Prof. Himanshu Rai's remarkable journey with IIM Indore. His visionary approach and unwavering dedication have played a pivotal role in elevating the institute's stature, and we are eager to witness even greater heights of success under his leadership," said Mr. Murugappan, Chairman of IIM Indore's Board of Governors. Prof. Rai's transformative leadership has set IIM Indore on a path of excellence, inspiring generations of future leaders and solidifying its position as an example of academic brilliance. With this reappointment, we reaffirm our trust in Prof. Rai's vision and eagerly anticipate an even brighter future for IIM Indore, he added.

Prof. Himanshu Rai extended his heartfelt appreciation to the Board of Governors, the Ministry of Education, the dedicated faculty, the hardworking staff, and the brilliant students for their unwavering support and trust in his leadership. "It is an immense honor to be reappointed as the Director of IIM Indore. I am sincerely touched by the unwavering trust placed in me, and I am committed to steering this esteemed institution towards even greater heights of excellence", expressed Prof. Rai. With a renewed sense of purpose and determination, Prof. Rai emphasized his vision to take IIM Indore to new horizons through innovative initiatives and transformative endeavors. "I envision an IIM Indore that continues to be a trailblazer in academia, nurturing not only exceptional leaders but also responsible global citizens", he said. Prof. Rai's commitment to fostering an inclusive and forward-thinking learning environment promises to open doors to limitless opportunities for the institute's students and stakeholders.

Prof. Rai's reappointment as the Director of IIM Indore marks a new phase of growth and development for the institute. Under his leadership, IIM Indore will continue to make significant contributions to the field of management education and remain a beacon of excellence for years to come.

## IIM Indore's Centre of Excellence, ANVESHAN, Successfully Concludes Its Inaugural Batch



IIM Indore's Centre of Excellence – ANVESHAN, focused on Waste Management and WASH (Water, Sanitation & Hygiene), marked a momentous milestone as it concluded its first-ever batch on August 3, 2023. The four-day programme witnessed the enthusiastic participation of 25 municipal commissioners and senior officers from 14 states nationwide. ANVESHAN's inaugural batch brought together dynamic leaders committed to driving positive change in waste management and sanitation practices, all dedicated to creating a cleaner, greener, and healthier India.

The batch was inaugurated on July 31, 2023, by IIM Indore's Director, Prof. Himanshu Rai. The programme featured diverse sessions led by esteemed experts. Topics such as Leadership and Communication, Infrastructure Financing, Waste Management, Waste to Energy, Waste to Bio-Methanation, and Behavioral Change, etc. were also discussed. Sessions on Policy Landscape, Green and Blue/Green Cities, and Modern Technologies in Waste Collection Practice enriched the participants' understanding of best practices and innovative approaches.

Apart from visiting the Indore Municipal Corporation on the first day, the programme also witnessed reflective sessions, where the municipal commissioners and the senior officers shared their learnings and experiences gained during the interactive discussions. The first batch of ANVESHAN set a strong precedent for future endeavors in waste management and WASH initiatives, fostering a cleaner, healthier, and happier India. As the inaugural batch graduates, IIM Indore reaffirms its dedication to fostering knowledge exchange and sustainable practices. With the generous grant of Rs. 19.95 Cr from the Ministry of Housing and Urban Affairs (MoHUA), ANVESHAN is poised to make a lasting impact on cleanliness, waste management, and hygiene standards in India.

## IIM Indore Hosts G20 University Connect Event

IIM Indore hosted the G20 University Connect event on August 14, 2023, in collaboration with the Research and Information System for Developing Countries (RIS), under the Ministry of External Affairs (MEA), Government of India. The event served as an influential platform for thought-provoking discussions centered on the intersection of education, healthcare, and global diplomacy, contributing to advancing key agendas within the G20 framework. Distinguished speakers, including Prof. Himanshu Rai,

Director of IIM Indore; Ambassador L. Savithri; and Dr. Dignpal Dharkar of the Indore Cancer Foundation, shared their insights and expertise during this enlightening event.



## IIM Indore Celebrates 77th Independence Day



IIM Indore rejoiced the 77th Independence Day with a vibrant celebration brimming with patriotism and commitment to growth. Prof. Himanshu Rai, Director of IIM Indore, led the festivities by unfurling the national flag, echoing the national anthem's melodies that resonated through the campus.

In his inspiring address, Prof. Rai emphasized the hard-earned freedom that required understanding and nurturing. He noted, "Freedom isn't just political;

it's liberation from within. We must shed fears that hold us back." He touched upon the colonial mindset that lingers, driving the incessant need for external approval. He emphasized the significance of detaching oneself from the fear of failure, recognizing it as an inevitable part of any significant endeavor. "We need to embrace the habit of conquering the fear of change, for transformation is essential for growth", he said. Prof. Rai also addressed the fear of loss, specifically the misplaced apprehension of losing material wealth. His words resonated with the community as he encouraged them to transcend these fears, embracing resilience, adaptability, and a mindset rooted in progress. Prof. Rai's insights reflected a profound understanding of the psychological barriers that hinder personal and collective growth, inspiring everyone to overcome these limitations and embrace a future marked by boundless possibilities.

## i5 Summit 2023: A Celebration of Innovation, Entrepreneurship, and Transformative Ideas

The i5 Summit, hosted by IIM Indore and IIT Indore, was held at the institute from August 18-20, 2023. The three-day event illuminated the realms of innovation, entrepreneurship, and forward-thinking strategies. It brought together a confluence of trailblazing thought leaders, burgeoning entrepreneurs, and seasoned industry veterans.



The event witnessed a series of speakers, each bringing their unique perspective to the discourse. The speakers were Col. Dr. Gururaj Gopinath Pamidi (Retd), Chief Officer (Administration), IIM Indore, Ms. Radhika Dhingra (Director, Badlaav SRF), Ms. Shreya Prakash (CEO and co-founder, Flexibeets), Mr. Kapil Vardhan's (CHRO, Mensa Brands), Mr. Sanket Atal (MD, Salesforce India), Mr. Kumar Ranjan's (Founder, eFeed), Mr. Sreekuttan (Head of Products, QKrishi), Shri P Narahari, IAS, Ms. Punita Mittal, the co-founder of SoulUp, Mr. Mansingh Gadhvi, a distinguished Startup Mentor and Investor, Mr. Pranav Sanghvi, Associate Principal (Investments) at MABS Family Office, and Mr. Vikrant Varshney, co-founder of SucSEED Innovation Fund, Venture Capital Angel Fund. i5 Summit 2023 echoed innovation and entrepreneurship reverberated through the corridors of IIM Indore. The i5 Summit 2023 has been a testament to the power of visionary thinking, collaboration, and the indomitable spirit of entrepreneurship.

## Anubhav – The HR Conclave held at IIM Indore



IIM Indore’s Executive Post Graduate Programme in Management (EPGP) Batch 2023-24, conducted Anubhav – The HR Conclave on August 19, 2023. The event witnessed some insightful interactions on the themes Constructing a Leadership Pipeline: Uncovering and Cultivating Future Leaders; and Human Capital 2.0: Redefining HR in the Era of Automation, AI, & Flexible Scheduling. The event was inaugurated by Prof. Himanshu Rai, Director, IIM Indore.

The event came to a conclusion with a vote of thanks by Prof. Saurabh Chandra, Chair, EPGP. Engaging dialogues on embracing change, fostering resilience, and harnessing the potential of technology painted a comprehensive picture of the evolving corporate world. Attendees were enriched with a wealth of knowledge, emerging from the amalgamation of diverse viewpoints and innovative ideas. The event served as a valuable platform for fostering growth, networking, and equipping attendees with the tools needed to thrive in an ever-changing professional landscape.

## IIM Indore Welcomes the Newest Cohort at the Induction Programme for IPM Batch 2023-28

IIM Indore welcomed the youngest batch of the institute with its induction programme for the Five-Year Integrated Programme in Management (IPM Batch 2023-28) on August 22, 2023. The batch was inaugurated by Prof. Himanshu Rai, Director, IIM Indore, who welcomed the enthusiastic batch of young minds to the institution. Mr. Saurabh Chandra, Managing Director of BCG India was the Chief Guest on this occasion.





Prof. Rai, in his welcome address, emphasized the institute’s commitment to nurturing leaders and thinkers who will shape the future of management and business. He articulated the significance of the “OCEAN” principles as guiding pillars for their academic journey. He underscored the value of O for Openness, urging students to embrace diverse experiences and engage with individuals from different backgrounds, fostering a broader perspective. Emphasizing

C for Conscientiousness, Prof. Rai highlighted the necessity of disciplined effort for success, along with the importance of nurturing meaningful hobbies. Turning to E for Empathy, he encouraged students to practice kindness towards themselves and others, particularly in the face of new challenges. “Practise the A for Attitude of courage, for being fearless and having perseverance are essential companions in the pursuit of goals, with the first step often proving the most daunting”, he said. Lastly, he advised the cohort to follow the N, for Never Giving Up, imparting the wisdom that true failure arises only when the effort ceases. Prof. Rai’s words offered a roadmap for personal growth, resilience, and achievement throughout their academic odyssey at IIM Indore.

**Batch Summary IPM 2023-28:**

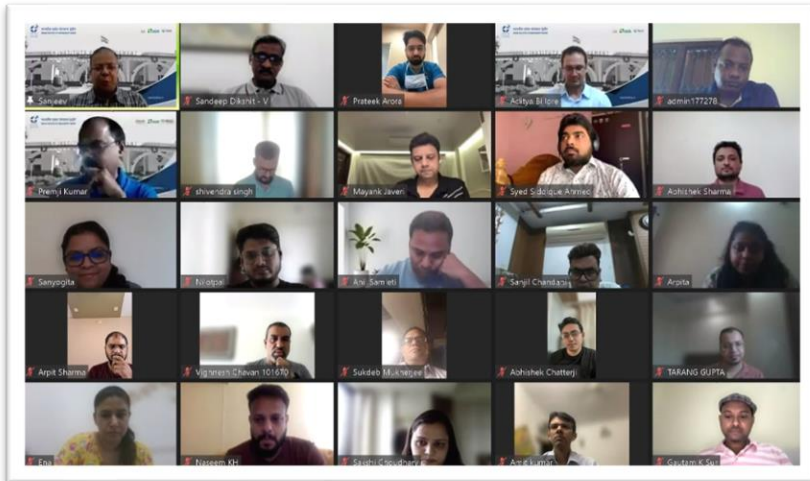
Male	107
Female	49
Total	156

**Educational Background:**

Arts	3
Commerce	60
Science (Medical)	12
Science (Non-Medical)	72
Others	9
Total	156

As the day came to a close, IIM Indore expressed its delight in welcoming the newest cohort, a group of promising young individuals embarking on a five-year voyage of learning, growth, and discovery.

## Extending a warm welcome to the third batch of our transformative Executive Programme in Advanced Marketing Management - EPAMM.



With 42 participants hailing from 13 states, this dynamic journey is set to ignite insights and skills for the ever-changing business landscape. The academic orientation, graced by Programme Coordinators Prof. Sanjeev Tripathi and Prof. Aditya Billore, showcased the innovative design and value this programme brings.

## IIM Indore shines on the global stage once again!

Congratulations to **Poonam Barhoi (FPM 2019)** for receiving the **"Best Critical Doctoral Student Paper"** award at the renowned **Academy of Management (AOM) 2023 conference in Boston**. The paper titled "Gender-based Violence in India and Feminist Organizing of Women's Court's Work for its Prevention", **co-authored by our faculty members, Prof. Ranjeet Nambudiri and Prof. Nobin Thomas**, is a beacon of excellence.

In this groundbreaking research, the authors employ a comprehensive approach, triangulating data through interviews, quasi-ethnography, and secondary information sourced from the Nari Adalat. This meticulous methodology delves deep into the challenges confronted by individuals engaged in tackling Gender-based violence (GBV). Furthermore, the study scrutinizes the intricate interplay of diverse intersectionalities and their impact on stakeholder engagement. Prof. Himanshu Rai, Director, IIM Indore, who is also present as an esteemed speaker at the conference, congratulated Poonam and the co-author faculty members on this significant achievement. This year, 11K+ delegates are attending the AOM2023. IIM Indore team's research journey isn't just a success; it's a testament to IIM Indore's unwavering commitment to illuminating global discourse.



Our Director, Prof. Himanshu Rai, shared insights on IIM's journey at #AOM2023 in #Boston. The Nation always comes first for me! Says, Prof. Himanshu Rai while speaking on the panel of our partner institution University of Glasgow #ASBS at #AOM2023 in #Boston!



He delved into the thought-provoking topic '**What's in a name? Heritage Branding, Legacies, and Business Schools in 2023**'. Shared insights on the remarkable journey of IIMs, including IIM Indore.

Our IIMs and IITs symbolize a nation's voyage of self-discovery. He said, exploring the profound heritage, impactful initiatives, and legacies of other prestigious business schools was an enlightening experience, igniting fresh insights and perspectives.

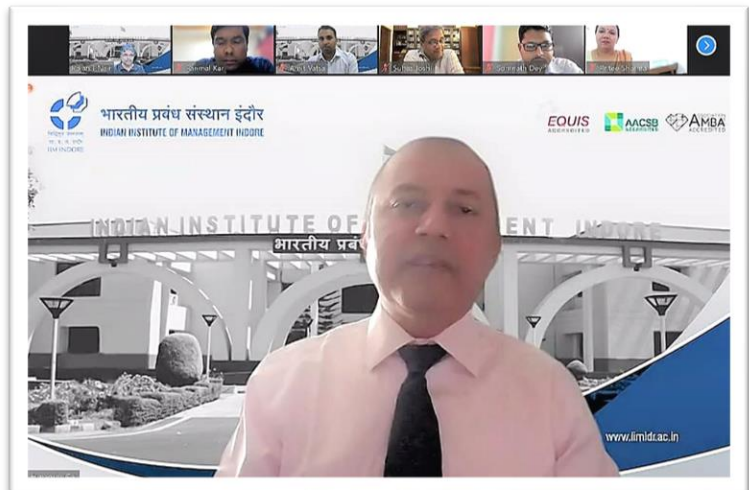
You can watch some glimpses from the panel discussion on the link:  
<https://www.facebook.com/527825901/videos/955026898907505/>

## Welcoming the dynamic third batch of the unique Master of Science in Data Science and Management - #MSDSM at IIM Indore and @IndianIndian Institute of Technology Indore!

With 81 participants from 14 states, we embark on a transformative journey of learning the latest management and technical skills, with a contextually designed, industry-relevant curriculum.

Our Director, Prof. Himanshu Rai, and Prof. Suhas Joshi, Director of IIT Indore, inaugurated the batch online on August 7, 2023, reinforcing our commitment to holistic education.

Prof. Rai advised the new batch to amalgamate imagination with their vision, stressing the importance of identifying the deeper purpose behind their use of data science and AI, thereby fostering positive change through their learning journey.



Prof. Joshi welcomed the fresh cohort, highlighting the program's fusion of data analytics and management, and its role in expanding horizons and nurturing curiosity among participants. Programme Coordinators, Prof. Amit Vatsa (Faculty, IIM Indore), and Prof. Parimal Kar (Faculty, IIT Indore), also congratulated the participants on embarking on this journey.

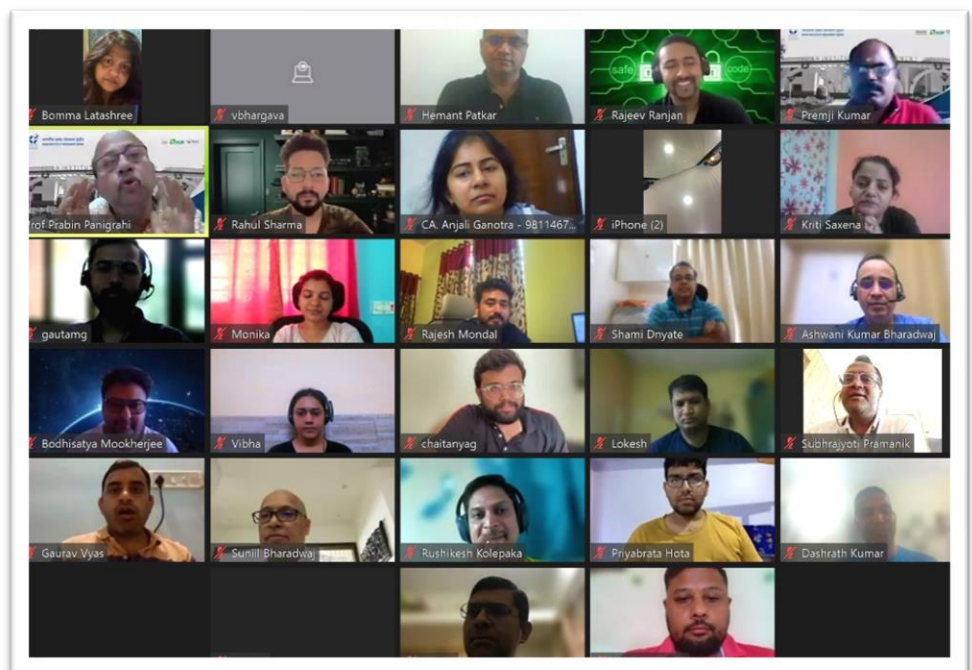




**Hosting 28 brilliant minds from 12 countries at IIM Indore** was an absolute pleasure! Their diversity and enthusiasm enriched our campus, fostering global perspectives and learning. We're humbled and elated to witness how IIM Indore's warm embrace and commitment to academic excellence are cherished by students from diverse corners of the globe.

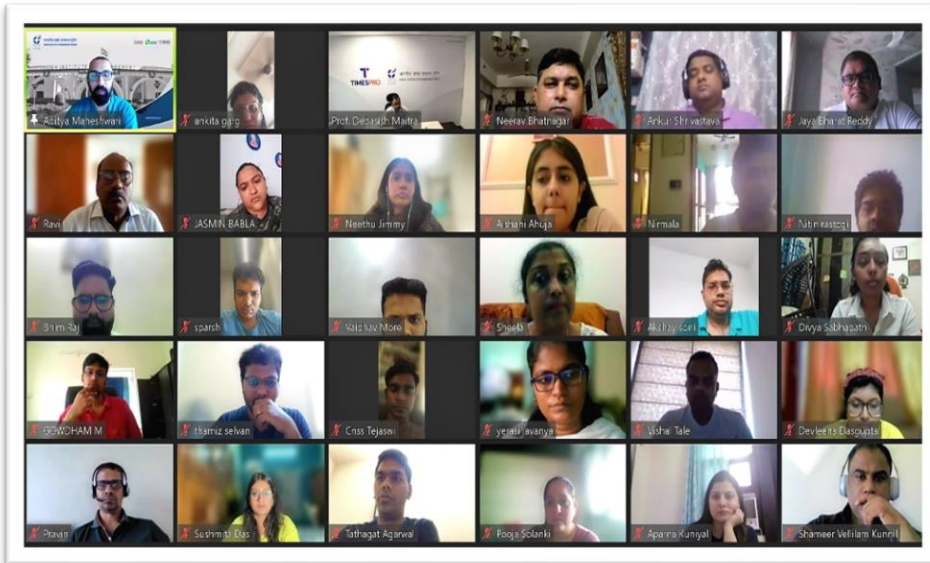
As the digital landscape evolves, so do the threats that challenge us. It's time to step into the future of cybersecurity with **IIM Indore's groundbreaking Executive Programme in Cyber Security for Organizations!**

The journey for our inaugural batch – a collective of 50 participants who've seized the opportunity to fortify their careers in cybersecurity, began with the academic orientation held on August 13, 2023, in the presence of Programme Coordinator, Prof. Prabin Panigrahi.



Seamlessly bridging the gap between technical and non-technical backgrounds, this 10-month course equips professionals from all walks of life with the armor of knowledge and skills to safeguard organizations against ever-evolving cyberthreats.

IIM Indore proudly opens its doors to the latest cohort of aspiring finance leaders with its second batch of the **Certificate Programme in Applied Financial Risk Management (CPAFRM Batch 02)**.



With 74 passionate participants onboard, this programme marks their journey towards mastery in risk management. The academic orientation took place on August 13, 2023, in the presence of Programme Coordinators Prof. Debasish Maitra and Prof. Aditya Maheshwari.

In an industry where success demands expertise, our curriculum empowers executives to

steer growth with confidence. From foundational theories to cutting-edge techniques, this programme equips you with excellence, paving the way for strategic decision-making in financial markets. Master quantitative analysis, explore derivatives, understand fixed-income securities, and more with this 11-month course.

**Discover the future of global tourism as we delve into the transformative power of IoT-enabled smart tourism.**

Join us in exploring the paper titled "Role of data safety and perceived privacy for acceptance of IoT-enabled technologies at smart tourism destinations", by **Prof. Abhishek Mishra** and co-authors.

Published in the esteemed journal Current Issues in Tourism (ABDC:A), this study sheds light on the dynamic interplay between technology, trust, and traveler behavior.

## RESEARCH PUBLICATION



सिद्धिपूर्व प्रयासम्  
वि. प्र. सं. इंदौर  
IIM INDORE

**Role of data safety and perceived privacy for acceptance of IoT-enabled technologies at smart tourism destinations**



**PROF. ABHISHEK MISHRA**  
FACULTY - MARKETING



Published in  
Current Issues in Tourism  
(ABDC: A)



**Congratulating graduating cohort of the sixth batch of the Executive Programme in Strategic Sales Management (EPSSM) at IIM Indore.** With their newfound proficiency in this pivotal domain, these graduates are poised for success.



In today's digital age, Strategic Sales Management serves as the gateway to achievement, with an evolving landscape demanding strategic acumen. The programme equips learners to transform into adept Sales Strategists, ready to navigate challenges. With a focus on foundational strategic sales concepts, the graduates are primed to excel.

Delighted to host **Prof. Lovleen Kushwah, Senior Lecturer (Economics) at University of Glasgow Adam Smith Business School**, as part of the IIM Indore Seminar Series on August 17, 2023. The insightful presentation titled **"Equity Risk Premium and Sovereign Debt"** offered valuable insights to the students. Prof. Rayees Ahmad Sheikh, Visiting Assistant Professor in the Economics Area, coordinated the talk.



**Whether it's Senior Leadership, General Management, Strategic Financial Management, or Marketing in the Digital World, IIM Indore has you covered even in Dubai and GCC nations!**

Prof. Himanshu Rai delivered a power-packed two-day session on Strategic Business Negotiation, engaging 45 talented working executives of our IIM Indore's GMPE. He delved deep into negotiation dynamics, exploring their impact on businesses, mastering the concept of BATNA, and other pivotal strategies.



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# Announcements

## Upcoming Executive Programmes

IIM Indore is at the forefront of providing carefully curated programmes that cater to the needs of executives. We help Executives gain new perspectives in an increasingly complex business environment. Our courses deliberate relevant real-world business challenges, and we keep on evolving them with world trends. We impart learning which provides immediate value and impact on the organizations. Executive Education Programmes at IIM Indore consist of a wide array of offerings carefully designed to meet your specific needs. The programmes are conducted at our campuses in Indore and Mumbai, online through technology-enabled platforms, and at specified client locations. We have a diverse portfolio of on-campus and online Executive Education Programmes for working professionals at different levels. Please explore the programmes listed below to find the programme which suits your requirement.

[Customized Programmes](#)

[Short Duration Programmes \(Online and On-campus\)](#)

[Long Duration Online Programmes](#)

[Executive Programmes in UAE](#)

[General Management Programme for Executives \(GMPE\)](#)

[Virtual Learning Programme for Executives \(VLPE\)](#)

[Certificate Course in Business Management for Defence Officers](#)

[Faculty Development Programme \(FDP\)](#)

### **For more information or assistance, please contact:**

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